

# WHAT'S WRONG WITH CONTRACT MANAGEMENT ?



## BURIED IN EMAIL

Relationship owners find contracts & terms individually as problems arise

Business Relationships:  
REACTIVE

**RISK**



Lost revenue: high likelihood of auto-renewals & compliance risk

**COST** 💰

No software costs, but large inefficiency in day-to-day workflow



## STORED IN DRIVE

Locating contracts easier; lacks tracking of terms & conditions

Business Relationships:  
REACTIVE

**RISK**



Lost revenue: moderate likelihood of auto-renewals & compliance risk

**COST** 💰

Low software costs, still inefficiency in day-to-day workflow



## STORED IN CRM

Easy to locate contracts by company / category; allows manual entry of some terms

Business Relationships  
MORE PROACTIVE

**RISK**



Improved ability to capture revenue, avoid auto-renewals; compliance risk high; risk of errors

**COST** 💰 💰

Moderate software costs; moderate manual costs to maintain terms.



## STORED IN DATABASE

Easier identification of terms depending on data normalization and quality of data entry

Business Relationships  
MORE PROACTIVE

**RISK**



Improved ability to capture revenue, avoid auto-renewals; lower compliance risk, risk of errors

**COST** 💰 💰 💰

High software costs; very high manual costs to maintain term extraction